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PAPER MERCHANT SALES REPORT August, 1989

(by NPTA Region)	Sales per Selling Day August, 1989 Compared to August, 1988	Sales per Selling Day August, 1989 Compared to July, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of August 1988	1989	Calendar Day Cost of ending July Inventory 1988	1989
INDUSTRIAL							
1	+16.7	- 3.6	+12.2	41	38	80	62
2	+ 5.7	+ 1.7	+ 9.2	37	37	51	49
3	+ 5.6	- 5.4	+ 8.4	41	38	64	61
4	+ 5.7	- 11.2	+10.9	37	38	50	63
5	+10.9	- 3.3	+13.3	36	35	56	58
6	+19.3	+ 0.2	+11.9	44	43	61	59
7	+ 1.4	+ 0.2	+ 6.8	38	34	62	63
8	+ 4.2	+ 6.4	+ 9.3	38	37	56	61
9	+12.7	- 9.4	+11.0	42	40	63	59
NY	+ 9.5	0	+ 8.8	48	49	53	**
CHICAGO	- 6.0	+ 1.6	+ 0.7	41	39	50	71
LA	+ 4.0	- 6.8	+ 7.4	47	42	71	59
US	+ 7.6	- 4.0	+ 9.5	40	39	58	57
PRINTING							
1	+ 4.6	+ 9.7	+ 6.1	46	45	46	51
2	+ 7.2	+10.9	+ 7.4	44	43	54	67
3	+ 4.0	- 2.6	+ 7.5	44	40	76	80
4	+14.3	- 6.3	+14.6	43	42	64	67
5	+14.3	- 3.1	+15.4	42	38	74	69
6	+ 5.8	- 5.6	+11.5	43	40	68	85
7	+10.3	- 3.6	+18.7	40	35	72	76
8	+ 2.0	- 0.6	+ 8.6	40	37	67	75
9	+24.2	- 7.1	+15.9	40	40	62	57
NY	+ 1.8	- 1.9	+ 0.4	43	42	68	72
CHICAGO	+ 7.5	+ 5.9	+ 2.0	42	41	74	90
LA	+ 7.4	- 6.4	+13.8	41	40	84	81
US	+ 7.6	- 1.2	+ 9.3	43	41	69	73

COMMENTS ON AUGUST'S SALES CHANGES. *INDUSTRIAL* sales changes are lower than in most months this year. On a year-to-date basis, Chicago Metro is by far the lowest and Region 1 the highest by a slight margin. *PRINTING* regional year-to-date sales changes are much more variable; NY and Chicago Metros remain the lowest, and Region 7 remains the highest.

DAYS OUTSTANDING are up slightly over earlier months but continue lower than last year. July's ending **INVENTORY DAYS** are one day higher than last month, in line with earlier months this year, and one day less than at the end of July, 1988. Printing goods in inventory, however, are up over the past few months and also up over last year. This rise in inventory days is probably not unusual, as the tight supply and allocations which were common in 1988 are continuing to change. Past cycles of tight supply followed by easier printing paper availability have almost always produced the same rise in inventory days.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

NATIONAL PAPER TRADE ASSOCIATION, INC - 111 GREAT NECK ROAD, GREAT NECK, NEW YORK 11021

NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

For information about this report or other Research Department services, call George Cain, Research Director, at 516-829-3070.